AA		UTILIZE EFFECTIVE WORKPLACE COMMUNICATION SKILLS
AA	001	Read and process information and follow instructions.
AA	002	Read material and describe concepts.
AA	003	Use correct terminology.
AA	004	Use correct spelling, grammar, and punctuation.
AA	005	Write with accuracy, brevity, and clarity.
AA	006	Demonstrate knowledge of conflict resolution techniques.
AA	007	Possess basic computer keyboarding skills.
AA	800	Demonstrate understanding of basic interpersonal communication (listening, written, oral, etc.)
AA	009	Implement new process steps given oral instructions.
AA	010	Demonstrate the characteristics of a team player.
AA	011	Contrast the roles of a team with the role of an individual.
AA	012	Perform techniques used as a team leader.
AA	013	Organize and deliver a persuasive oral presentation.
AA	014	Demonstrate good speaking and presentation characteristics.
AA	015	Demonstrate basic leadership skills.
AA	016	Identify the organizational need for profit.
AA	017	Demonstrate use of an industry-accepted word processing software package.
AB		APPLY MATH AND MEASUREMENT SKILLS
AB	001	Add, subtract, multiply, and divide for digit numbers with or without the use of a calculator.
AB	002	Apply basic math functions to solve problems.
AB	003	Convert between US and metric measurement systems.
AB	004	Convert fractional measurement to decimal measurement.
AB	005	Compute within measurement systems.
AB	006	Document results of measurement activities and calculations.
AB	007	Calculate with percents, rate, ratio, and proportion with the use of a calculator.
AB	800	Make reasonable estimates.
AB	009	Compute calculated measurements.
AC		APPLY BASIC SCIENCE CONCEPTS AND SKILLS
AC	001	Understand scientific plant classification.
AC	002	Compare the anatomical parts and distinguishing characteristics of plants.
AC	003	Understand the reproductive processes of plants.
AC	004	Investigate sexual and asexual reproduction of plants including tissue culture.
AC	005	Analyze the process of plant growth and development.
AC	006	Be aware of biotechnology and its uses in the horticulture production.
AC	007	Explain the use of applied genetics in horticulture.
EA		EXHIBIT WORKPLACE SKILLS
EA	001	Demonstrate consistently punctual arrival.
EA	002	Document regular attendance
EA	003	Demonstrate enthusiasm and confidence about work and learning new tasks.
EA	004	Demonstrate appropriate dress and hygiene for successful employment
EA	005	Demonstrate the ability to act in a polite and respectful way towards co-workers.

EA 007 Demonstrate the ability to make career decisions. EA 008 Prepare a resume and letter of application or interest. EA 009 Complete an application for employment. EA 010 Participate in an employment interview. EA 011 Follow directions and procedures. EA 012 Accept constructive criticism. EA 013 Work with minimal supervision. EB UNDERSTAND WORKPLACE ISSUES EB 001 Recognize the difference between a team environment workplace and a conventional workplace. EB 002 Identify the characteristics of a diverse workforce. EB 003 Identify food ethical characteristics and behaviors. EB 004 Differentiate between good and poor business ethics. EB 005 Match employee responsibilities to employer expectations. EB 006 Define discrimination, harassment, and equity. EB 007 Demonstrate non-discriminatory behavior. EB 008 Maintain confidentiality and sensitivity of company information. EC PERFORM BUSINESS PLANNING AND OPERATIONS PROCEDURES EC 001 Plan and manage work schedules. EC 002 Maintain receipts and disbursement records. EC 003 Maintain inventory records. EC 004 Maintain computer records. EC 005 Identify possible actions that may lead to customer dissatisfaction. EC 006 Identify the ways that the level of customer satisfaction may affect company success. EC 007 Explain the importance of a business reputation. EC 008 Identify the effect of quality on profit. EC 009 Identify the effect of quality on profit.			
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ED DEMONSTRATE EFFECTIVE COMMUNICATION AND TEAMWORK SKILLS	ED		DEMONSTRATE EFFECTIVE COMMUNICATION AND TEAMWORK SKILLS
ED 001 Organize materials with a logical flow.	ED	001	Organize materials with a logical flow.
ED 002 Interpret and clarify directions prepared by others.	ED	002	Interpret and clarify directions prepared by others.
ED 003 Communicate with customers.	ED	003	Communicate with customers.
ED 004 Write steps of an occupational process using sentences and statements as appropriate.	ED	004	Write steps of an occupational process using sentences and statements as appropriate.
ED 005 Identify appropriate communication methods.	ED	005	Identify appropriate communication methods.
ED 006 Identify components of group dynamics.	ED	006	Identify components of group dynamics.
ED 007 Demonstrate productive relationships within the work group.	ED	007	Demonstrate productive relationships within the work group.
EE DEMONSTRATE PROBLEM SOLVING TECHNIQUES	EE		DEMONSTRATE PROBLEM SOLVING TECHNIQUES
EE 001 Apply a system of problem solving.	EE	001	Apply a system of problem solving.
OA DETERMINE APPROPRIATE MARKETING AND SALES STRATEGIES	OA		DETERMINE APPROPRIATE MARKETING AND SALES STRATEGIES
OA 001 Develop a marketing plan.	OA	001	Develop a marketing plan.
OA 002 Address customer questions about products and services.	OA	002	Address customer questions about products and services.
OA 003 Demonstrate sales process.	OA	003	Demonstrate sales process.

ОВ		ANALYZE AND ENHANCE SOIL AND GROWING MEDIA
OB	001	Collect soil samples.
OB	002	Analyze soil samples.
OB	003	Interpret soil samples.
OB	004	Adjust fertility and pH from analysis.
OB	005	Analyze site according to sail type, slope and drainage.
OB	006	Demonstrate the use of different soil mixes and growing media.
OC	000	DISTINGUISH AND SELECT PLANT PRODUCTION METHOD
OC	001	Propagate specific plant materials.
OC	002	Label propagation material.
OC	003	Watering requirements of specific plants.
OC	004	Fertility requirements of specific plants
OD		DEVELOP AND IMPLEMENT PRODUCTION AND MANAGEMENT SCHEDULES
OD	001	Determine production cost for given crop.
OD	002	Regulate environmental factors for plant growth.
OD	003	Schedule production and harvest for given crop.
OD	004	Distinguish environmental issues (surface or ground water, government regulations, water testing, EPA).
OD	005	Interpret weather patterns, data.
OE		MONITOR AND CONTROL PESTS
OE	001	Determine proper pesticide for given symptoms.
OE	002	Demonstrate safe handling and storage of pesticides.
OE	003	Calculate, mix, and apply pesticides
OE	004	Monitor for plant damage.
OF		PERFORM ROUTINE SERVICE AND MAINTENANCE OF TOOLS AND EQUIPMENT
OF	001	Clean and maintain hand tools.
OF	002	Service selected equipment according to manufacturers recommendations.
OG		PROVIDE A SAFE WORKPLACE ENVIRONMENT
OG	001	Follow theft and security procedures.
OG	002	Identify emergency, safety and health rules/procedures.
OG	003	Identify immediate and real costs of an accident.
OG	004	Identify hazardous substances in the workplace.
OG	005	Identify methods of preventing accidents in the workplace.
OG	006	Assume responsibility for the personal safety of self and others.
OG	007	Comply with established safety practices.
OG	800	Identify fire exits and fire-fighting equipment.
OG	009	Maintain a clean a safe work facility.
OG	010	Report unsafe practices to appropriate personnel.
ОН		UTILIZE INDUSTRY RESOURCES
ОН	001	Apply electronic technology (bar code, e-mail).
ОН	002	Distinguish roles and responsibilities of government agencies.
OH	003	Keep up-to-date through industry associations and trade journals.

ОН	004	Interpret the impact of the horticultural industry on local, state, national, and international
		economy.